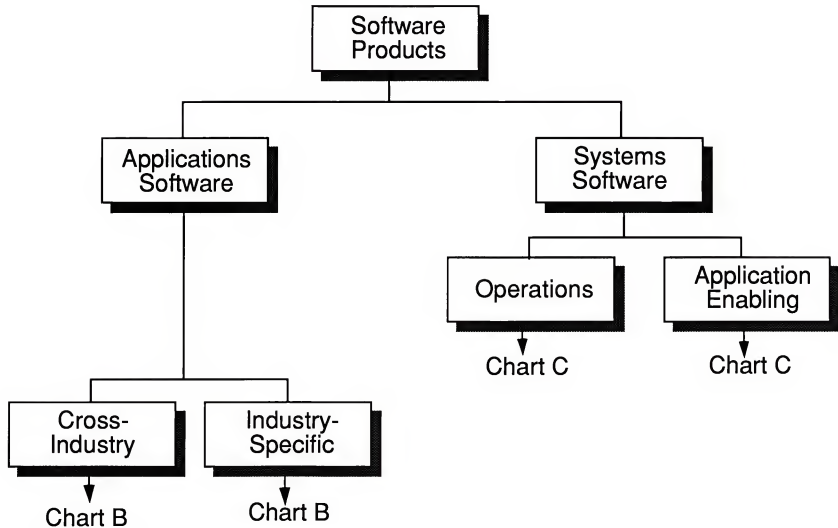
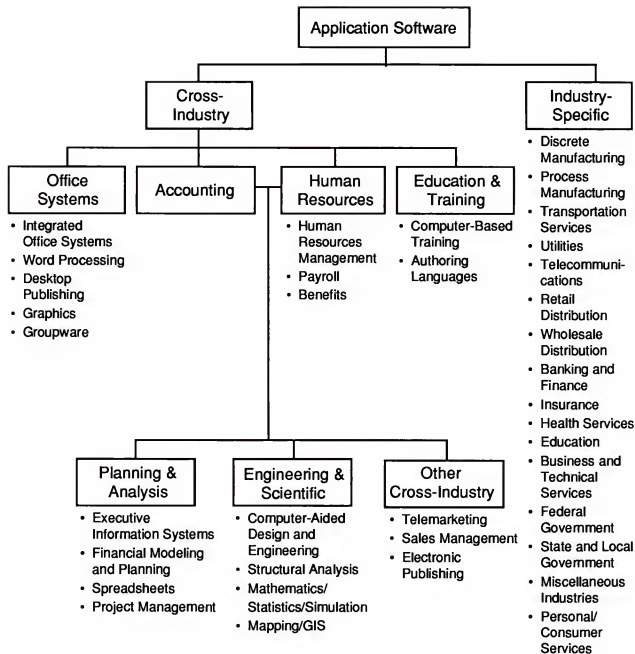


A
Software Products: Functional Structure



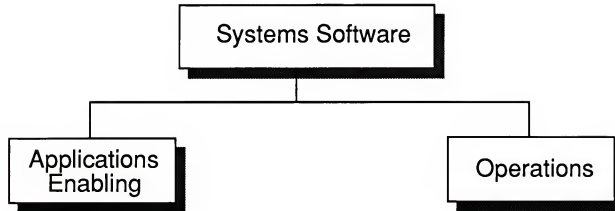


B



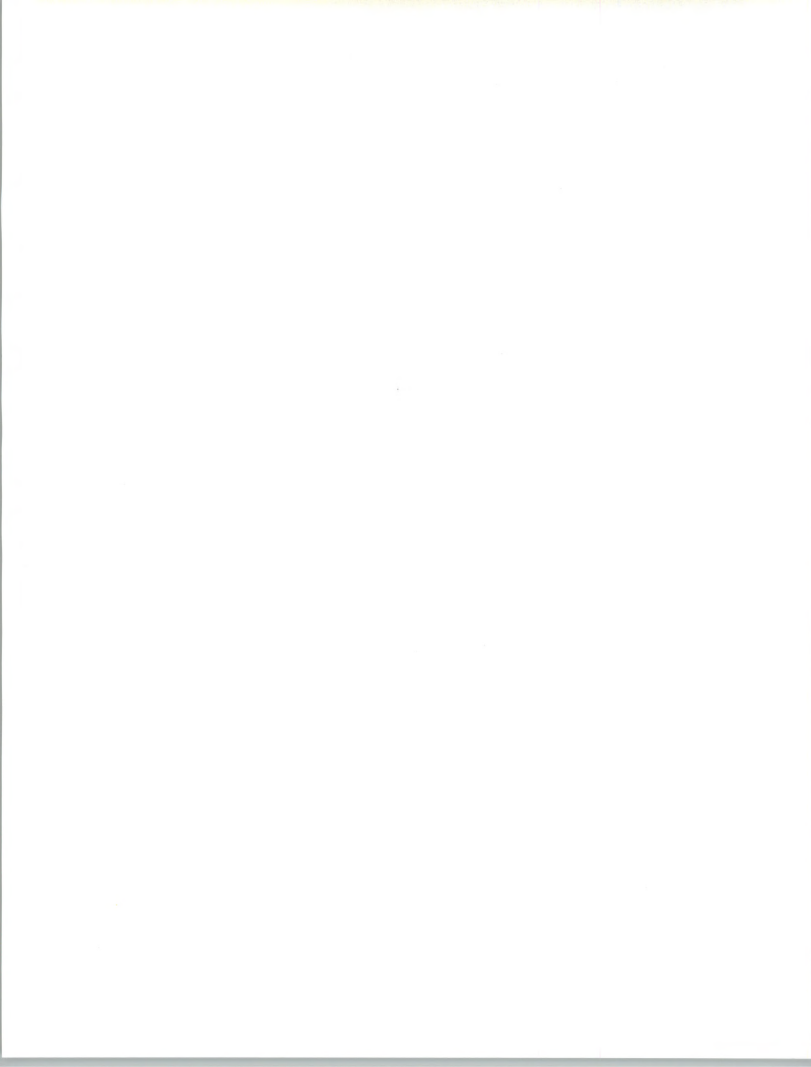


C













- DBMS
- Applications Development Tools
- Languages
- Imaging
- Expert Systems/AI

- Operating Systems
- Communications/Networking
- Performance Management



Software Market (Examples)

Size (1993) (\$ MM)	Growth
 Under \$100MM	 Negative/Zero
 \$700-249 MM	 1-5%
 \$250-499 MM	 6-10%
 \$500-999MM	 11-15%
 \$1 Billion +	 16% =



The Software Food Chain

